

Sales Order

Station: **WIBC-FM** Agency: **TARGET ENTERPRISES**
 Contract Name: **NFIB / 2037 / WIBC-01** Address: **15260 VENTURA BOULEVARD**
 Contract#: **69485** SUITE 1240
 Start Date: **10/31/16** End Date: **11/08/16** City: **SHERMAN OAKS** State: **CA** Zip: **91403**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Phone: **(818) 905-0005**
 Advertiser: **ISSUE (A)** Buyer:
 Address: Tax Schedule: **(None)**
 City: State: Zip: Agency Commission %: **15**
 Product Name: **NFIB/2037/T.YOUNG PRO** Billing Cycle: **Standard**
 Estimate #: **2037** Salesperson: **EASTMANLOSANGEL** Comm %: **8.50**
 Agency Client Code: **NFIB** Makegood Policy: **WITHIN CONTRACT DATES**
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/31/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			18	W	300.00	18	5,400.00	3	
2	10/31/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00	3	
3	10/31/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00	3	
4	11/07/16	11/08/16		6:00 AM	10:00 AM	60	X	X						5	W	300.00	5	1,500.00	2	
5	11/07/16	11/08/16		10:00 AM	3:00 PM	60	X	X						4	W	250.00	4	1,000.00	2	
6	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00	2	

Billing Projections: By Month

	Oct 16	Nov 16
CA	3,200.00	13,200.00
ST	0.00	16,400.00

☒ Print Spot Prices

Notes to Traffic: 10/31 ADDED SPOT TO W/O 11/5,
INCREASED BY \$300 -HB

TOTAL SPOTS **61**
 GROSS TOTAL \$ **16,400.00**
 ADJUSTED SPOTS **61**
 ADJUSTED TOTAL \$ **16,400.00**

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Local Sales Manager

✓	Per Spots
✓	Per Dollars
✓	Per Days
✓	Per
✓	Per Trade
✓	Station
✓	Spot Length

D 10/31
 J 11/2/16

REVISED

Oct 31, 16
 CONT# 30210071 Mod# 1 Ver# 3 (Last = Orig CF)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM DIANE SRSEN
 OFF LOS ANGELES
 AGY TARGET ENTERPRISES LLC
 ADDR 15260 VENTURA BLVD SUITE 1240
 SHERMAN OAKS, CA 91403

DDS CONT# 0
 C/P/E: NFIB / NFIB / 2037

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK
 ADV NFIB - NATIONAL FEDERATION IND BUSINESS
 PDT NFIB
 FLT Oct 24, 16 - Nov 13, 16

* REP ORDER COMMENT *

** 10/31/2016 12:14:00 PM: THIS IS A REVISION , PLEASE DO NOT DOUBLE BOOK, PLEASE CONFIRM WITH
 EMILY AT 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
	1.1	MTWTF..	6A - 10A	60	10/24/2016 - 10/28/2016	1W	2	\$300.00	2
	1.2	MTWTF..	10A - 3P	60	10/24/2016 - 10/28/2016	1W	4	\$250.00	4
	1.3	MTWTF..	3P - 7P	60	10/24/2016 - 10/28/2016	1W	4	\$250.00	4
		** WEEKLY FLIGHT TOTALS **					10	\$2,600.00	
		<u>FLIGHT 2</u>							
	2.1	MTWTF..	6A - 10A	60	10/31/2016 - 11/4/2016	1W	16	\$300.00	16
	2.2	MTWTF..	10A - 3P	60	10/31/2016 - 11/4/2016	1W	12	\$250.00	12
	2.3	MTWTF..	3P - 7P	60	10/31/2016 - 11/4/2016	1W	12	\$250.00	12
		** WEEKLY FLIGHT TOTALS **					40	\$10,800.00	
		<u>FLIGHT 3</u>							
CHG	3.1	MT.....	6A - 10A	60	11/7/2016 - 11/8/2016	1W	5	\$300.00	5
CHG	3.2	MT.....	10A - 3P	60	11/7/2016 - 11/8/2016	1W	4	\$250.00	4
		TUES 11/8 1PM CUTT-OFF							
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
		** WEEKLY FLIGHT TOTALS **					11	\$3,000.00	

Oct 31, 16
 CONT# 30210071 Mod# 1 Ver# 3 (Last = Orig CF)
 REP EASTMAN

DDS CONT# 0
 C/P/E: NFIB / NFIB / 2037

	Oct 16	Nov 16					
SPOTS	10	51					
CASH	2600.00	13800.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	2600.00	13800.00					

							TOTAL
SPOTS							61
CASH							16,400.00
TRADE							0.00
NSL							0.00
TOTAL							16,400.00

**** Competitive Comments ****

NFIB

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.